

Job Title: Head Treasury	Job Reference indicator:
Function: Treasury	Job grade:
Organizational Level:	Location: Head Office
<p>Reporting Relationships</p> <ul style="list-style-type: none"> • Functionally reports into: MD/ CEO • Administratively reports to: MD/ CEO • Supervises: Treasury team members <p>Job objective(s)</p> <p>To effectively supervise sales unit and ensure that it operates profitably, meets and surpasses its set targets while creating value and ensuring market dominance in line with the bank's overall objective.</p>	
<p>Duties & Responsibilities</p> <ul style="list-style-type: none"> • To supervise the various units (interest rates sales, currencies sales, fixed income sales,) and ensure that the units run profitably and meet/surpass the set targets • Handle key relationships of total portfolio • Follow the value chain of customers for account conversion. • Follow through with all strategies developed to drive business. • Ensure cross-selling of the bank's products and services. • Marketing/relationship management of multinational clients • Monitor targets against budget • Risk asset creation & management • Champion initiatives in new product development in area of focus • To liaise with the supervisory bodies in the various sectors, and ensure that the unit get the mileage required from these institutions • Generating mandates, selling down lines created by Markets • Selling existing and new products to internal and external clients • Understanding client's needs and providing solutions by working with business Support and Product Development Teams • Increasing volume of utilization of Treasury products 	

JOB DESCRIPTION

Key Performance Indicators

- Market share growth
- Share of current account business
- Revenue growth
- Spread of revenue streams
- Business volume growth rate against budget targets

Minimum Education Qualifications

- Minimum of Bachelor degree.

Previous Work Experience Requirements

- Minimum of 11 years banking experience ;13 years non – banking but related experience

Key Competency List

- Knowledge
- Product/service knowledge
- Industry knowledge
- Credit appraisal knowledge

Skills/Competencies

- Analytical
- Marketing and selling skills
- Effective communication skills
- Customer relationship management
- Interpersonal relationship skills